## Firm Commitments Issued/Reissued ... FY 04 Year End Final Counts

## Top Originators of Basic FHA Loans

"Other" includes one mobile home park and 3 operating loss loans-- one on a mobile home park, 1 on a nursing home, ans 1 on an ALF.

Vol Rank	Originator	Data	FHA NC/SR Apts	232 Health Care	223f Refi/Pchse Apts	223a7 Refi Apts	241a Impvmts Apts	Other FHA	Total
1	GMAC COMMERCIAL MTGE CORP	# Loans	22	28	17	101			168
		# Units	4,074	3,684	1,823	9,762			19,343
		Mtge (mils)	\$218.9	\$122.5	\$52.0	\$195.6			\$589.1
		% of col loans	22.0%	17.0%	15.2%	25.1%			21.5%
		% of col units	24.5%	17.8%	11.7%	24.7%			20.8%
		% of col \$\$	20.1%	12.1%	9.2%	20.8%			16.3%
2	HIGHLAND MORTGAGE	# Loans	19	21	8	52			100
		# Units	3,201	2,213	933	3,994			10,341
		Mtge (mils)	\$248.2	\$127.0	\$24.9	\$86.2			\$486.2
		% of col loans	19.0%	12.7%	7.1%	12.9%			12.8%
		% of col units	19.3%	10.7%	6.0%	10.1%			11.1%
		% of col \$\$	22.8%	12.5%	4.4%	9.2%			13.5%
3	GREYSTONE SERVICING	# Loans	5	11	4	78			98
		# Units	937	1,551	682	6,449			9,619
		Mtge (mils)	\$63.2	<b>\$97.8</b>	\$26.2	\$181.5			\$368.7
		% of col loans	5.0%	6.7%	3.6%	19.4%			12.5%
		% of col units	5.6%	7.5%	4.4%	16.3%			10.3%
		% of col \$\$	5.8%	9.6%	4.6%	19.3%			10.2%
4	REILLY MORTGAGE GRP	# Loans	11	7	8	57			83
		# Units	1,468	874	1,148	5,836			9,326
		Mtge (mils)	\$95.3	\$30.0	\$45.2	\$119.4			\$289.9
		% of col loans	11.0%	4.2%	7.1%	14.2%			10.6%
		% of col units	8.8%	4.2%	7.4%	14.7%			10.0%
		% of col \$\$	8.8%	2.9%	8.0%	12.7%			8.0%
5	LOVE FUNDING CORP	# Loans	2	6	4	39			51
		# Units	384	494	808	3,234			4,920
		Mtge (mils)	\$26.0	\$22.9	\$21.2	\$36.6			\$106.6
		% of col loans	2.0%	3.6%	3.6%	9.7%			6.5%
		% of col units	2.3%	2.4%	5.2%	8.2%			5.3%
		% of col \$\$	2.4%	2.3%	3.7%	3.9%			3.0%

Vol Rank	Originator	Data	FHA NC/SR Apts	232 Health Care	223f Refi/Pchse Apts	223a7 Refi Apts	241a Impvmts Apts	Other FHA	Total
6	RED MORTGAGE CAPITAL	# Loans	9	16	8	13		1	47
		# Units	1,756	1,292	1,128	2,056		173	6,405
		Mtge (mils)	\$108.9	<b>\$78.6</b>	\$38.4	\$63.7		\$3.8	\$293.4
		% of col loans	9.0%	9.7%	7.1%	3.2%		33.3%	6.0%
		% of col units	10.6%	6.3%	7.2%	5.2%		29.7%	6.9%
		% of col \$\$	10.0%	7.7%	6.8%	6.8%		61.2%	8.1%
7	PRUDENTIAL HUNTOON PAIGE	# Loans	10	6	15	13		1	45
		# Units	1,736	611	1,801	807		300	5,255
		Mtge (mils)	\$135.0	\$33.8	\$55.2	\$17.3		<b>\$0.7</b>	\$241.9
		% of col loans	10.0%	3.6%	13.4%	3.2%		33.3%	5.8%
		% of col units	10.5%	3.0%	11.6%	2.0%		51.5%	5.7%
		% of col \$\$	12.4%	3.3%	9.7%	1.8%		11.4%	6.7%
8	P/R MTGE & INVEST CORP	# Loans	1	4	20	17			42
		# Units	54	617	2,612	2,993			6,276
		Mtge (mils)	\$4.0	\$22.3	\$57.9	\$80.2			\$164.4
		% of col loans	1.0%	2.4%	17.9%	4.2%			5.4%
		% of col units	0.3%	3.0%	16.8%	7.6%			6.8%
		% of col \$\$	0.4%	2.2%	10.2%	8.5%			4.5%
9	PNC MULTIFAMILY FINANCE	# Loans	5	5	17	11			38
		# Units	636	419	2,067	1,717			4,839
		Mtge (mils)	\$40.4	\$13.4	\$126.4	\$57.2			\$237.4
		% of col loans	5.0%	3.0%	15.2%	2.7%			4.9%
		% of col units	3.8%	2.0%	13.3%	4.3%			5.2%
		% of col \$\$	3.7%	1.3%	22.3%	6.1%			6.6%
10	CWCAPITAL LLC	# Loans	3	15	7	11			36
		# Units	624	1,671	1,912	1,310			5,517
		Mtge (mils)	\$42.1	\$101.6	\$86.1	\$32.2			\$262.0
		% of col loans	3.0%	9.1%	6.3%	2.7%			4.6%
		% of col units	3.8%	8.1%	12.3%	3.3%			5.9%
		% of col \$\$	3.9%	10.0%	15.2%	3.4%			7.2%

Vol Rank	Originator	Data	FHA NC/SR Apts	232 Health Care	223f Refi/Pchse Apts	223a7 Refi Apts	241a Impvmts Apts	Other FHA	Total
11	BERKSHIRE MTGE FINANCE	# Loans	13	2	4	9			28
		# Units	1,726	216	647	1,301			3,890
		Mtge (mils)	\$105.3	\$27.0	\$33.5	\$66.4			\$232.2
		% of col loans	13.0%	1.2%	3.6%	2.2%			3.6%
		% of col units	10.4%	1.0%	4.2%	3.3%			4.2%
		% of col \$\$	9.7%	2.7%	5.9%	7.1%			6.4%
12	CAMBRIDGE REALTY CAPITAL	# Loans		23		1		1	25
		# Units		4,466		120		110	4,696
		Mtge (mils)		\$221.4		\$1.9		<b>\$1.7</b>	\$225.0
		% of col loans		13.9%		0.2%		33.3%	3.2%
		% of col units		21.6%		0.3%		18.9%	5.1%
		% of col \$\$		21.8%		0.2%		27.4%	6.2%
13	CAPITAL FUNDING GROUP	# Loans		21					21
		# Units		2,545					2,545
		Mtge (mils) % of col loans		<b>\$117.4</b> 12.7%					<b>\$117.4</b> 2.7%
		% of col units		12.7%					2.7%
		% of col \$\$		11.6%					3.2%
	Total # Loans			165	112	402		3	782
	Total # Units			20,653	15,561	39,579		583	92,972
	Total Mtge (mils)		16,596 \$1,087.2	\$1,015.6	\$567.0	\$938.3		\$6.2	\$3,614.2
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	Top Lenders' % of All Loans Made		45.2%	61.3%	56.9%	67.9%		75.0%	60.9%
	Top Lenders' % of All Units		45.1%	64.1%	61.9%	67.7%		87.9%	60.6%
	Top Lenders' % of All \$\$		45.3%	61.9%	61.0%	65.5%		75.9%	56.3%
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	All Lenders' Loans		221	269	197	592	1	4	1,284
	All Lenders' Units		36,798	32,222	25,156	58,434	180	663	153,453
	All Lenders' \$\$ (Mils)		\$2,401.5	\$1,640.4	\$928.9	\$1,432.6	\$3.4	\$8.1	\$6,415.0